



SECURITY

Safety and Security Equipment and Services

Market Overview

- Chile's safety and security equipment and services sector grew by 6% in 2004, and is expected to grow at the same levels for 2005.
- In 2004, 18% of Chile's security imports came from the U.S.
- Personal safety products, access control, fire detection, home automation, CCTV, outdoor photoelectric beam detectors for perimeter protection, integrated systems, and sprinkler continue to be in demand in Chile.
- Chilean companies are receptive to new technologies that guarantee better quality service.
- In terms of the Container Security Initiative, Chile is moving forward to import the equipment that meets U.S. port standards. A \$10 million investment will initially equip the ports of San Antonio, Valparaíso and Talcahuano, followed by the ports of Iquique, Antofagasta and Arica over the next 5 years.

Safety & Security Equipment Market

(Figures in U.S. millions of dollars)

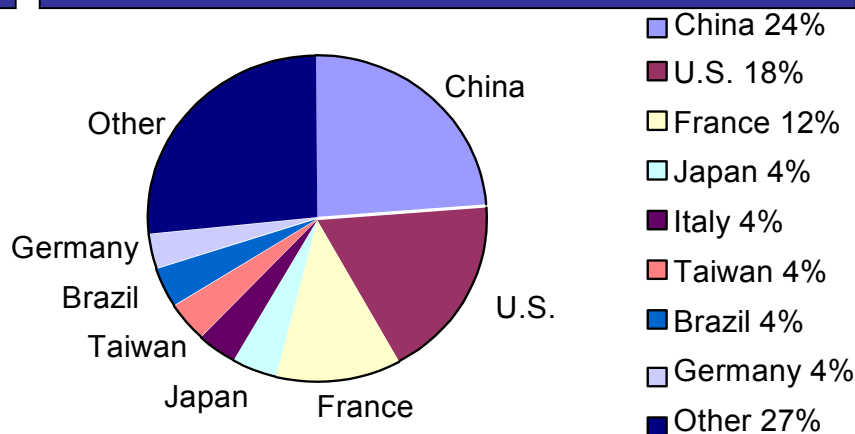
	2003	2004	2005*
Total Market Size	43.7	69.2	73.3
Local Production	2.9	3.8	4.1
Exports	2.4	2.8	3.1
Imports	43.2	67.5	71.5
Imports from the U.S.	9.1	12.1	12.8

(*) U.S. Commercial Service projections based on information from importers.

Principal Subsectors

- Personal safety
- Home/institutional automation
- Fire fighting truck equipment and tools
- Hazardous material handling
- Risk prevention
- Guard services
- Access control
- Alarms
- CCTV
- Detection control devices
- Outdoor perimeter protection

Foreign Competition



Source: Incomex Chile and the U.S. Department of Commerce

We hope you find this information useful. If you would like further information, please contact Veronica.Pinto@mail.doc.gov, the CS Santiago Safety and Security Specialist. Visit our website at www.buyusa.gov/chile to discover other commercial opportunities in Chile.

Commercial Opportunities

- The Chilean safety and security market is open to new technologies to upgrade outdated security systems. Also in demand are new technologies for perimeter protection, integrated systems and X-Ray systems for airports, ports, bus and train terminals.
- The construction industry is growing at a 4% annual rate. Demand for sprinkler systems, anti-panic bars, alarms, smoke detectors, etc. is growing.
- Biometrics technology is in demand by industries that require efficient personnel control, such as banks and retail and services companies.
- Major commercial/industrial facilities such as banks, financial institutions, hotels, hospitals, clinics, and shopping malls are looking for state-of-the-art security equipment and technology.
- Chile is seeking to double its current prison capacity. In fact, tenders involving the design and build out of prison facilities, as well as related services, in Santiago and the surrounding regions offer millions of dollars in current opportunities.

Principal Harmonized Codes

Preparations and charges for fire extinguishers	38130000
Safety headgear	65061000
Fire extinguishers	84241000
Fire fighting vehicles	87053010
	87023020
	87053090
Safety Garments	62101090
Articles of apparel and clothing accessories	39262000
	40159000
	61169300
Safety Glass	70071100
	70071900
	70072100
	70072900
Goggles	90049010
Sprinklers	84243000
Spraying devices	842489000
Burglar or fire alarms	85311010
	85311000
Tanks and other armored fighting vehicles	87100000
Autonomous respiratory equipment	90200011
Video equipment	90071910

U.S. Position

- U.S. products in the safety and security sector have a strong presence in Chile, due to U.S. companies' longstanding reputation for quality, technical service, and after-sales support, which offset the perception of U.S. products being more expensive.
- U.S. imported products include helmets, goggles, seatbelts, fire-fighting trucks, suits, gloves, access control, sprinklers, detection equipment, alarms and more.



Other Resources



- U.S. Department of Commerce Safety & Security Team contact: Suzette.Nickle@mail.doc.gov
- U.S. Department of Commerce Trade Development contact: Donald.Businger@mail.doc.gov
- Chile's Interior Ministry: www.interior.gov.cl
- Chile's Justice Ministry: www.minjusticia.cl
- Chilean Police: www.carabineros.cl